US Army Corps of Engineers ®

New Orleans District

USACE Sponsored Industry Day
Future Debris Contracts

Proposal Evaluation Criteria: ACI Debris Source Selection

What is Source Selection?

- A comprehensive process.
  - Encompasses all phases of the acquisition:
    - Planning
    - Requirements
    - Contracting
- Proposal evaluation.
- Recommend/select source for contract award.

Best Value Definition

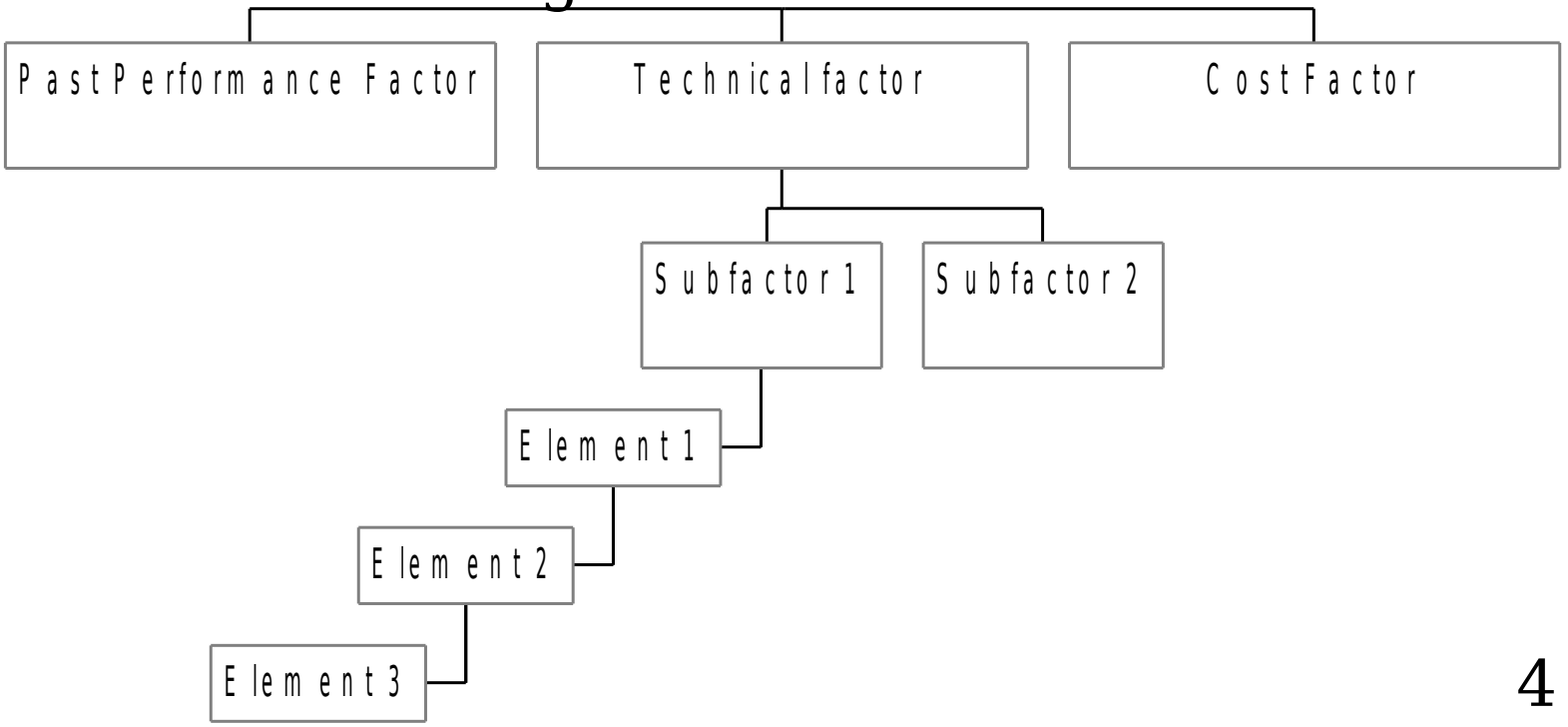
- **15.101 Best value continuum.**

  An agency can obtain best value in negotiated acquisitions by using any one or a combination of source selection approaches. In different types of acquisitions, the relative importance of cost or price may vary.

- Approaches include lowest-cost/technically-acceptable and best value tradeoff.

Sample Structure of Evaluation Factors and Subfactors

The Government chooses the factors and subfactors based on user requirements, acquisition objective, perceived risks, and thorough market research.



Evaluation Weights

- IAW FAR 15.304 (e), the Government must identify in the RFP whether all evaluation factors other than cost or price, when combined, are –
  - Significantly more important than cost or price,
  - Approximately equal to cost or price, or
  - Significantly less important than cost or price.

Rating Scale

ADJECTIVAL	COLOR	DEFINITION
Excellent	Blue	Excellent in all respects; offers one or more significant advantages not offset by disadvantages; very good probability of success with overall low degree of risk in meeting the Government's requirements.
Good	Green	High Quality in most respects; offers one or more advantages not offset by disadvantages; good probability of success with overall low to moderate degree of risk in meeting the Government's requirements.
Satisfactory	Yellow	Adequate quality; any advantages are offset by disadvantages; fair probability of success with overall moderate to high degree of risk in meeting the Government's requirements.
Susceptible to Being Made Acceptable	Pink	Overall quality cannot be determined because of errors, omissions or deficiencies which are capable of being corrected without a major rewrite or revision of the proposal.
Unsatisfactory	Red	A proposal which major errors, omissions or deficiencies, or an unacceptably high degree of risk in meeting the Government's requirements; and these conditions can not be corrected without a major rewrite or revision of the proposal.

RISK
Two Types

- Performance Risk

1. We will access this risk through evaluation of the offeror's past performance evaluation.
2. Provides insight into an offeror's probability of successfully completing the solicitation requirements based on the offeror's performance record on similar contract efforts.

- Proposal Risk

1. Evaluators will assess and document the risks associated with an offeror's proposed approach for accomplishing the RFP requirement.
2. The challenge is to produce a contract that results in an acceptable level of risk for both parties and that the Contracting Officer can conclude is at a fair and reasonable price.

Cost (or Price) Evaluation

- No rating scales are necessary for cost evaluations since cost is not rated or scored.
- Risk factors associated with the contractor's ability to perform at the proposed price may be used.
- For cost-type contract, cost realism based on the contractors proposal must be used for
  s between cost and other factors in
  ning best value.

Evaluation Standards

- **What are evaluation standards?**

  They are guides for evaluators to me measure how well each offeror has addressed the factors and subfactors.

- **Who develops them?**

  Evaluators develop a standard for each evaluation factor and subfactor.

- **Purpose:**

  The standard specifies a target performance level that the proposal must achieve and should contain guidelines for ratings above or below the target level.

Sample Evaluation Factor And Standard

EVALUATION FACTOR

The offeror's software modification approach will be evaluated relative to the modified software's ability to accommodate open architecture, tracking accuracy and reliability.

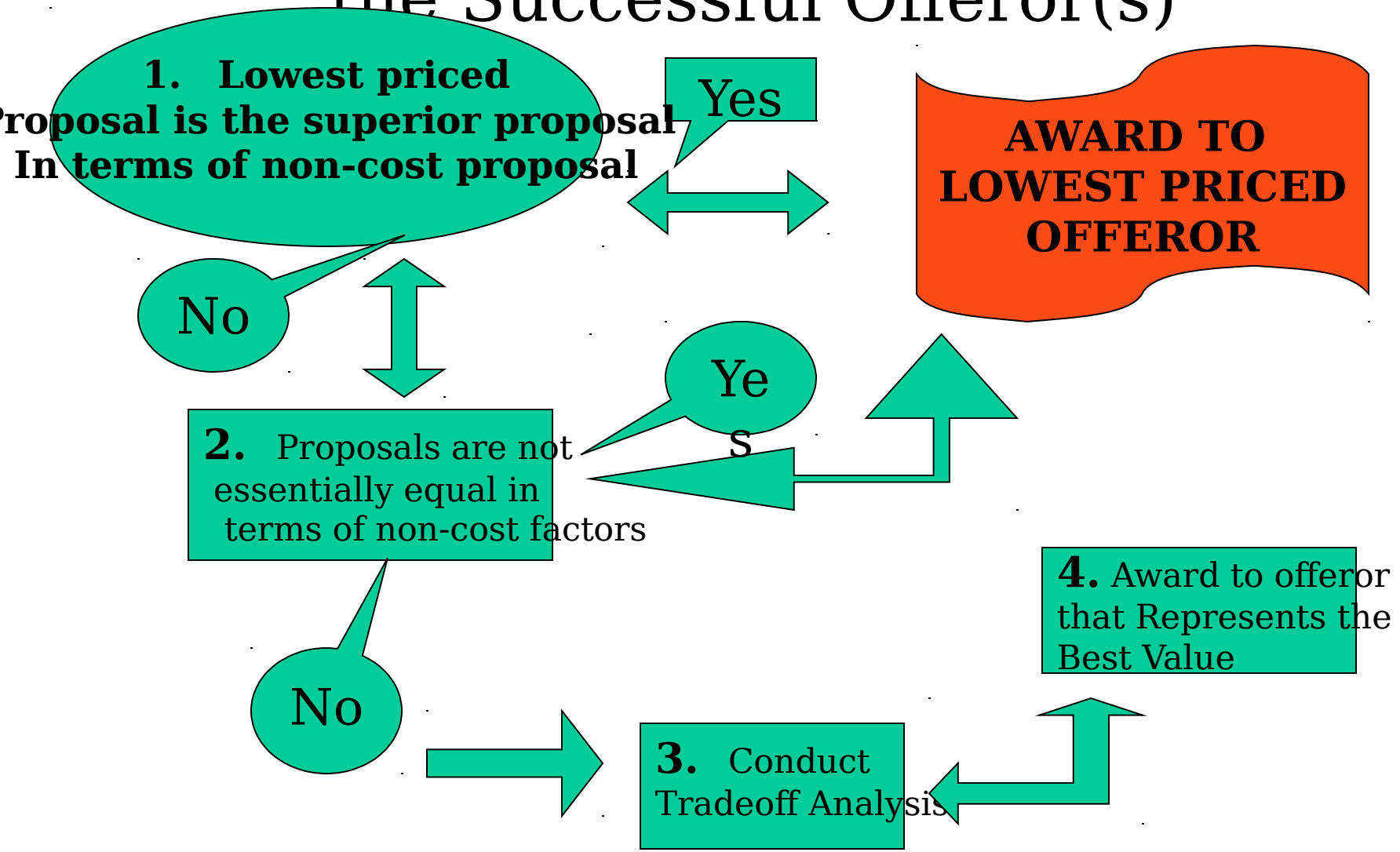
EVALUATION STANDARD

The Standard is met if:

a. The offeror's approach is sound, reflects understanding of the system specification and RFP requirements and

b. The modified software meets CMM Level 2 or higher.

Decision Model for Determining the Successful Offeror(s)


1. Lowest priced Proposal is the superior proposal In terms of non-cost proposal
Yes
AWARD TO LOWEST PRICED OFFEROR
No
Yes
2. Proposals are not essentially equal in terms of non-cost factors
No
3. Conduct Tradeoff Analysis
4. Award to offeror that Represents the Best Value

ACI Debris Solicitation Requirements

Volume I: Business Information and Contract Pricing

Volume II: Past Performance and Management/Operations Plan

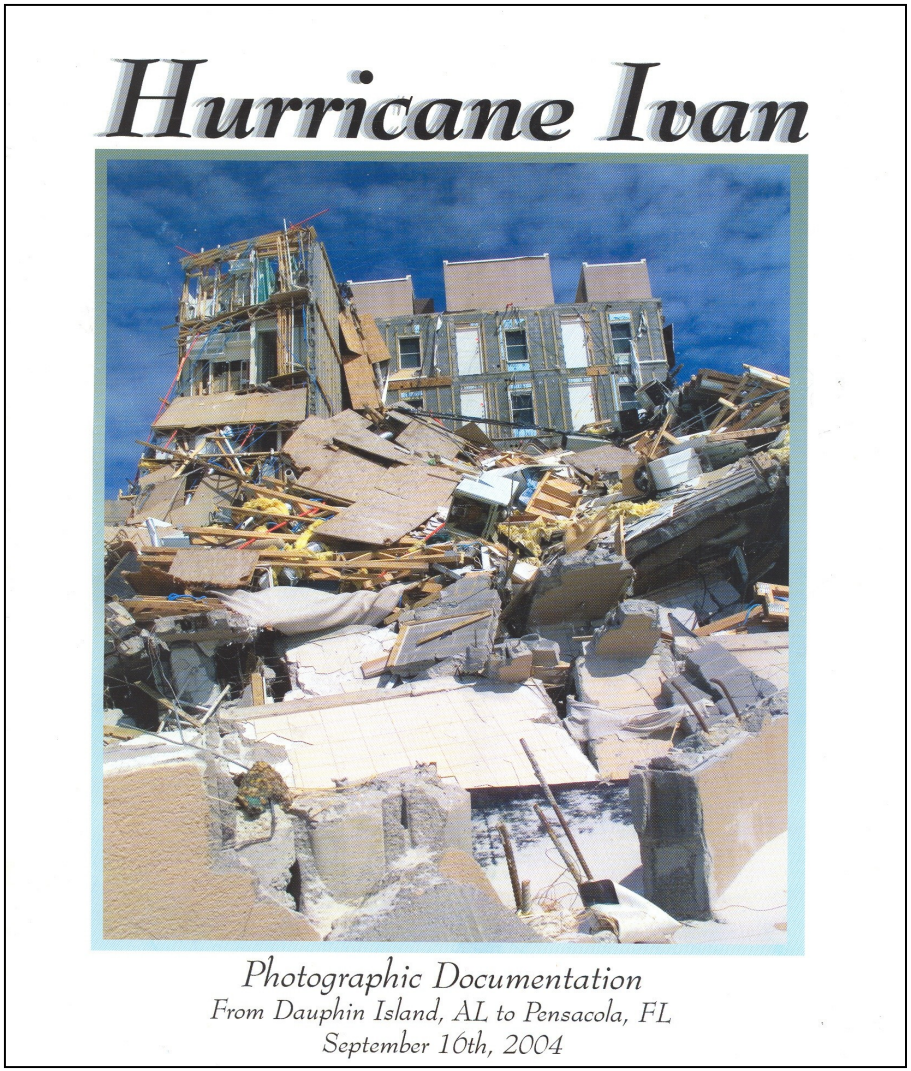
Volume III: Technical Approach to Mock Task Order

Volume IV: Pricing for Mock Task Order

Proposed ACI Evaluation Criteria

- **Past Performance**
  - Includes past performance on both executing requirements and meeting small business subcontracting goals.
- **Management/Operations Plan**
  - Includes Management Structure, Resource Management Plan, Quality Control Plan, Safety Plan, Disaster Debris Waste Reduction and Recycling Strategy, Small Business Subcontracting Plan.
- **Mock Task Order Proposal**
  - Includes technical approach, local small business subcontractor utilization and controls, and price.
- **Location of the Offeror**
- **Cost/Price**
  - Reasonableness check only. Price analysis for trade off purposes will reference the proposed price for the mock task order.

Mock Task Order Example



Mock Task Order Concept

- The solicitation will require all offerors to submit a proposal for a specific requirement.
- This mock task order is good representation of the type of work that will be done with this contract.
- The solicitation will provide specific guidelines for your mock task order proposal. Your response will be limited to 10 pages and must effectively communicate an offeror's understanding of our mission and ability to perform that mission at a fair and reasonable price.

SUMMARY

- Best value trade off acquisition strategy.
- Non-price factors are significantly more important than price.
- Offerors shall respond to a mock task order.